

Dell Account Team

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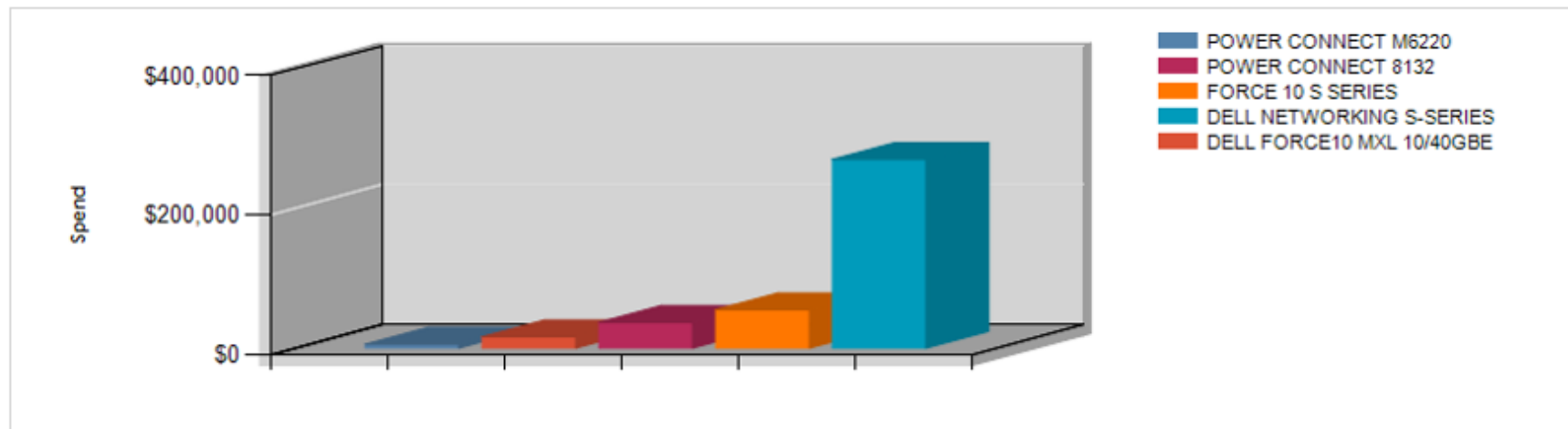


Dell Key Features & Differentiators

- Existing installs for 10G switches in production at CA BOCES and Clarence CSD
- In production Dell 1G & 10G switches exist at GST, Erie1, Erie2, CA BOCES, WSWHE, MHRIC, Monroe 2, OCM
- Over \$480k of Dell switches from 2012-16 in production for Equallogic SANS, Wireless Managed Carts, Dell server chassis
- True Lifetime Warranty (exists until customer stops using switch)
- Choice of management: Web GUI or Cisco-like CLI (no training or learning curve for WAN Seniors)
- Cost effective Pro Support technical support 24x7x365 (significant cost savings over SmartNet)
- Support Assist Agent – Auto phone home to Dell for remote diags
- Fanless classroom switches powered by PoE
- Choice switch OS: DNOS (Cisco-like), Cumulus (Linux/Unix like), others also available
- Full interoperability Nortel/Avaya, HP, Juniper, and Cisco
- Single management pane of glass: Aerohive wireless Hivemanager for Access Points and Dell switches
- Flexible VoIP support LLDP and ISDP (Cisco CDP)
- Gartner recognition as MOST innovative and Most disruptive
- Better together zero touch provisioning for Dell servers and storage
- Tool less ready rails: fast 2 or 4 post rack installations
- Multi-Vendor SNMP management via OMNM software
- Future proof with Open Networking, SDN and OpenFlow
- Old gear Trade-in program and safe environmental disposal (includes Avaya, HP, Cisco, Juniper)
- Dell is financially stable with recent \$60B acquisition of EMC
- Single base switch SKU includes stacking and 10G uplinks (saves cycles when designing and ordering)

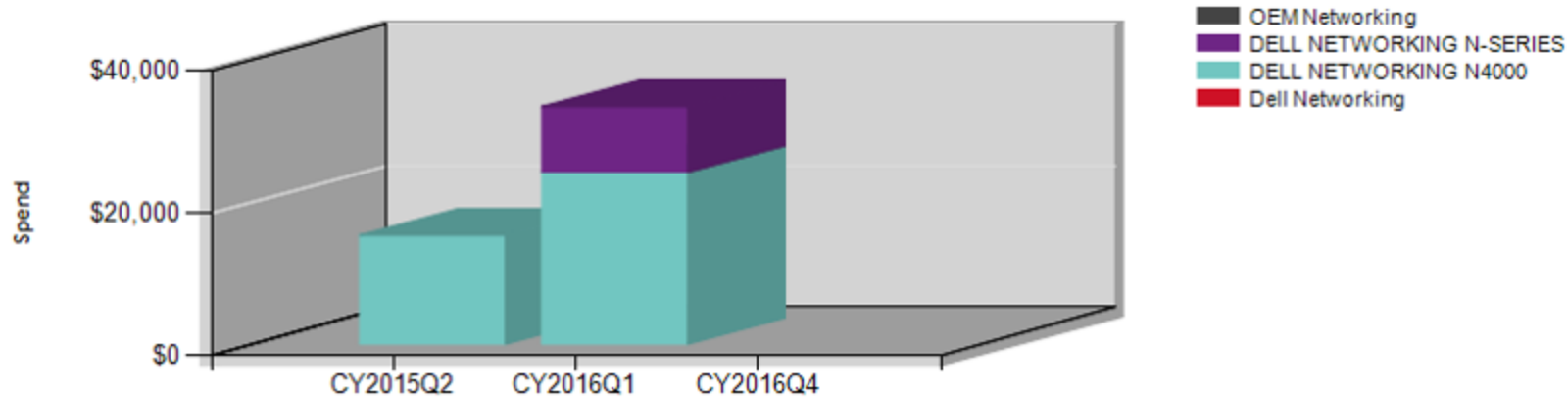


Erie 1 BOCES - Purchases by Spend - Networking



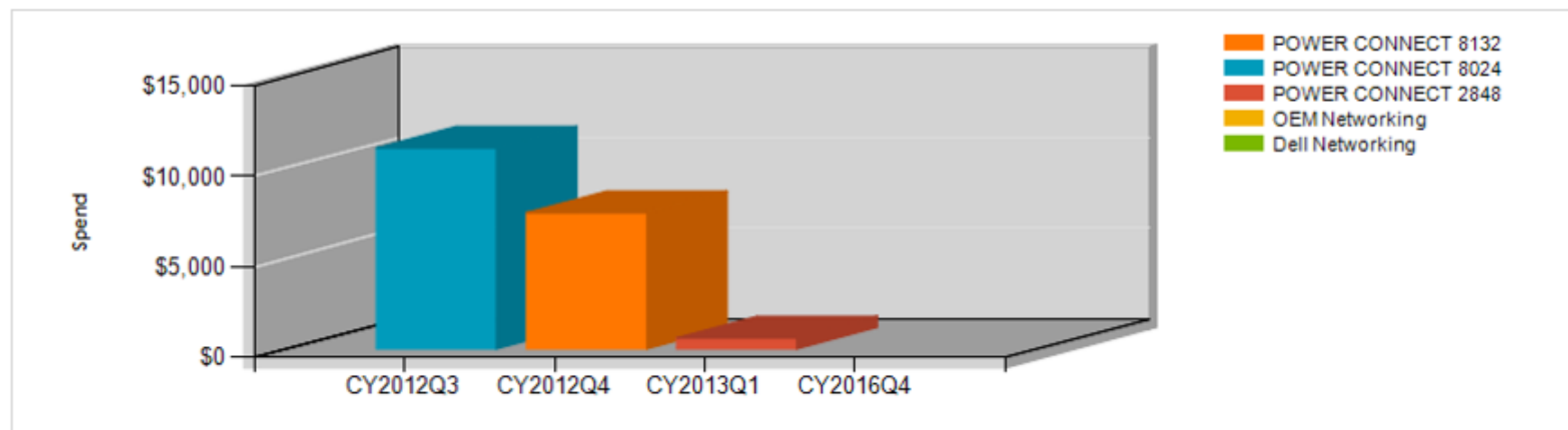
System Group	2012	2013	2014	2015	2016	Total Spend
Dell Networking	\$0	\$15,871	\$0	\$54,714	\$270,288	\$340,873
OEM Networking	\$5,276	\$0	\$36,624	\$0	\$0	\$41,900
Total	\$5,276	\$15,871	\$36,624	\$54,714	\$270,288	\$382,773

GST BOCES - Purchases by Spend - Networking



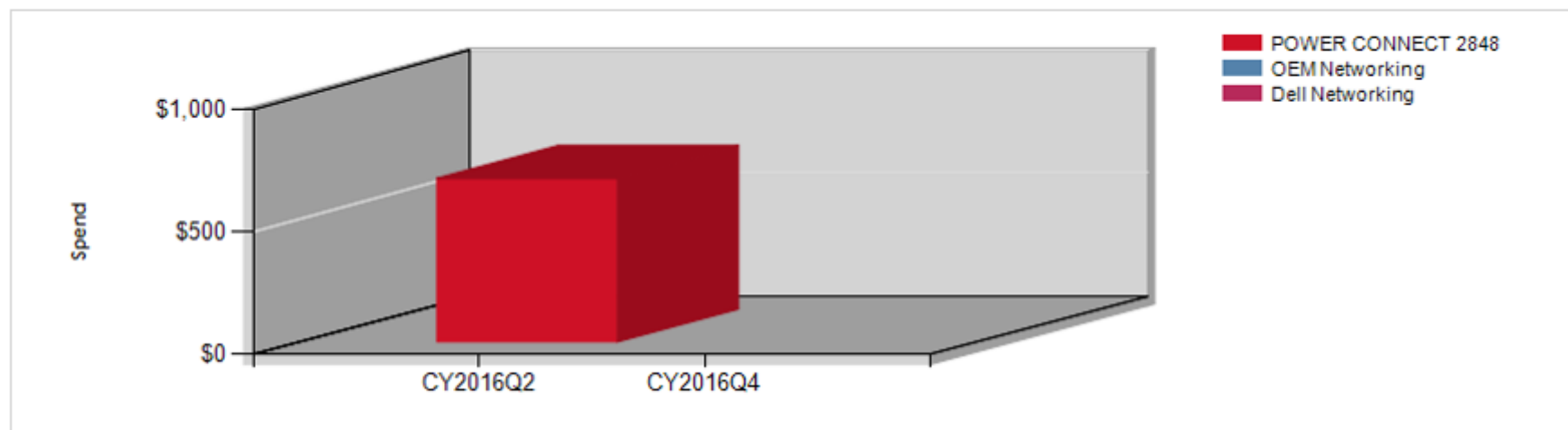
System Group	2015	2016	Total Spend
Dell Networking	\$15,335	\$33,510	\$48,844
OEM Networking	\$0	\$0	\$0
Total	\$15,335	\$33,510	\$48,844

ON BOCES - Purchases by Spend - Networking



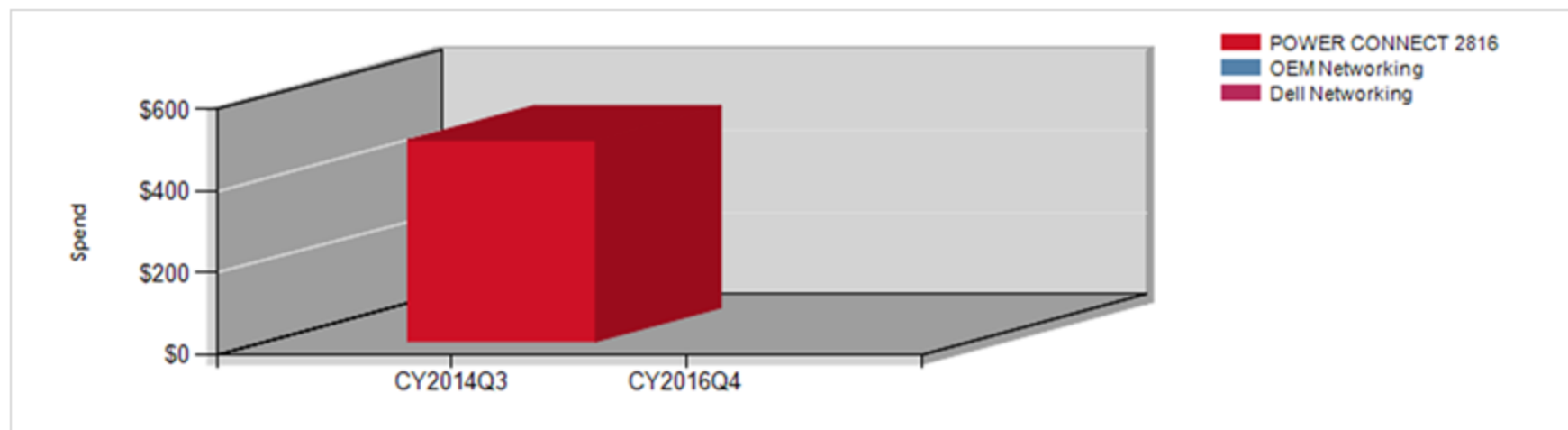
System Group	2012	2013	2016	Total Spend
OEM Networking	\$18,605	\$605	\$0	\$19,210
Dell Networking	\$0	\$0	\$0	\$0
Total	\$18,605	\$605	\$0	\$19,210

CA BOCES - Purchases by Spend - Networking



System Group	2016	Total Spend
OEM Networking	\$665	\$665
Dell Networking	\$0	\$0
Total	\$665	\$665

Erie 2 BOCES - Purchases by Spend - Networking



System Group	2014	2016	Total Spend
OEM Networking	\$493	\$0	\$493
Dell Networking	\$0	\$0	\$0
Total	\$493	\$0	\$493

Gartner MQ Data Center Networking sneak preview 2016

Recognized for our **vision**
and **execution**

2013



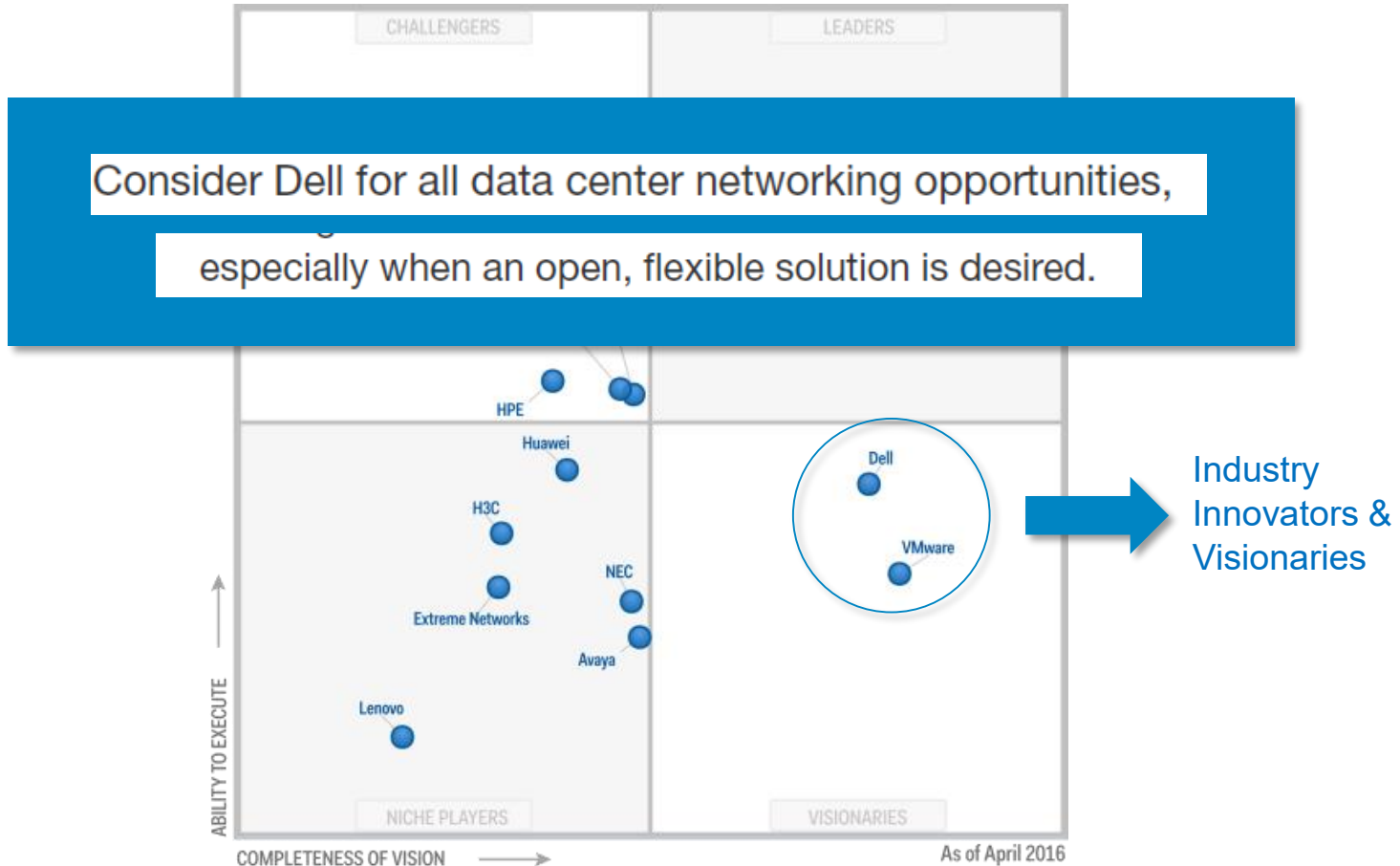
2014



2015



Gartner 2016 MQ – Data Center Networking



True Lifetime warranty



End of Life Policy	Lifetime
Typical Replacement	1 Day
Power and Fans	Lifetime
Optics and Modules	Lifetime
Firmware Maintenance Updates	Lifetime

Dell



OMNM – Multi-vendor

Clear view of your network
configuration

Resource
Discovery

Stay on top of issues with

APM

Automated performance
monitoring

Automate & script responses
for Health alarms &
events

Real time monitoring via

Dashboards

Stop unauthorized changes
with ProScan
Compliance Audit

Automate many tasks via
Adaptive CLI

Remove bottlenecks

Traffic Flow
Analysis

Update, Backup,
Restore
configuration files

Minimize downtime
Scheduled
Maintenance

Open Networking – Partner Ecosystem



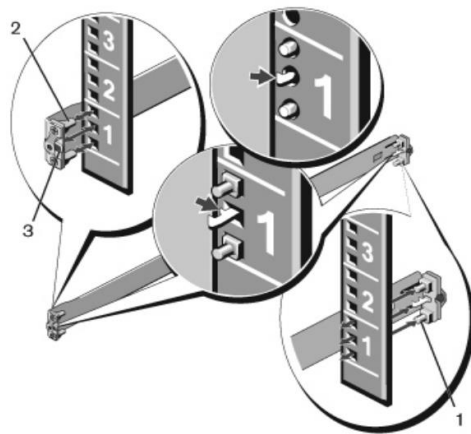
Dell Offering	Cumulus Linux	Big Cloud Fabric Big Tap	OcNOS	NetVisor	Dell OS9
Primary Use Cases	<ul style="list-style-type: none"> Linux on Servers Leverage in-house Linux expertise Leverage Server Automation Tools 	<ul style="list-style-type: none"> Controller Based Fully Auto-Provisioned Data Center Fabrics Common Integration Points with Virtualization 	<ul style="list-style-type: none"> Feature rich MPLS for Enterprise, University Customers 	<ul style="list-style-type: none"> Controller Less Small Scale Data Center Fabrics Great visibility and simplified management 	<ul style="list-style-type: none"> Traditional network use cases
Other Use Cases	<ul style="list-style-type: none"> Clos Fabrics Overlay based Private Clouds Big Data Infrastructure 	<ul style="list-style-type: none"> VMware vSphere integration Openstack for Private Clouds 	<ul style="list-style-type: none"> Carrier Ethernet 	<ul style="list-style-type: none"> Compute + Network Use Cases with RRC* *Future use case 	<ul style="list-style-type: none"> Campus Routing OpenFlow Web Scale Clos Fabrics
Why Better Solution?	<ul style="list-style-type: none"> Complete Linux distribution Not Linux like 	<ul style="list-style-type: none"> Centralized controller Ease of management Simple Plug & Play 	<ul style="list-style-type: none"> Great Economics for High End Network Features 	<ul style="list-style-type: none"> Controller Less with peer to peer versus a Active/Standby Approach Strong in Simple Fabrics with Resiliency 	<ul style="list-style-type: none"> Proven Technology Rich History Large Customer Base

Tool less Ready Rails

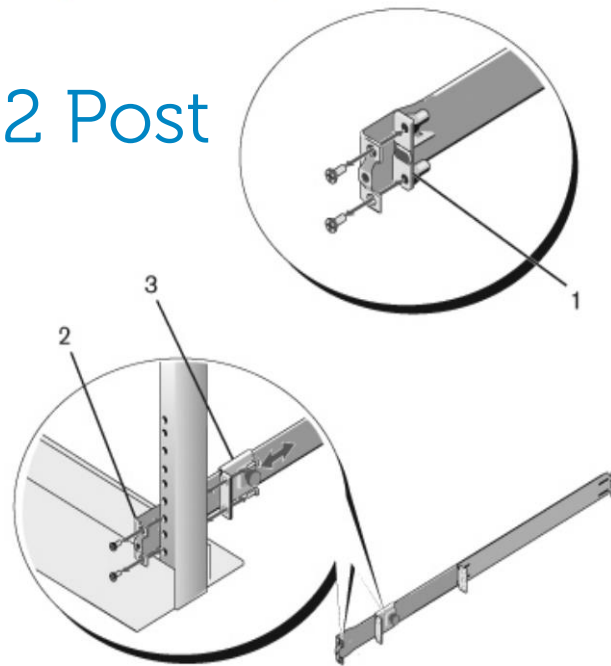


Figure 1-19. 1U Tool-less Configuration

4 Post



2 Post



Dell Networking X1008 and X1008P

Smart web-managed gigabit Ethernet layer 2+ switches

Key features and innovations

- 8x 10/100/1000Mbps Ethernet ports with PoE (X1008P)
- Choice of AC power or power from a PoE switch port (X1008)
- Half/full duplex 10/100 as well as 1000Mbps full duplex ports
- Push-button toggle for unmanaged and smart-web-managed operation
- Fanless design delivers low power consumption, increased reliability and silent operation
- Asset-protecting locking plug
- Micro-USB port and serial cable provided for local switch monitoring and debug access
- Compact design for flexible placement — surface top, wall or ceiling

Ideal use cases

- Simplifying management of office networks without sacrificing features
- Powering phones, cameras, compact switches and other network devices directly from the network with PoE (X1008P)

Smallest PoE-capable switch on the market*

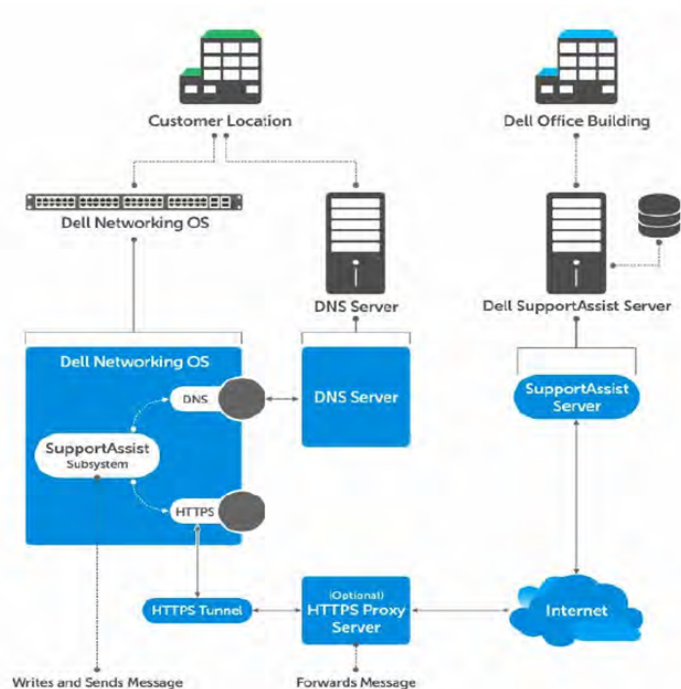


Products		
Model	Size (H x W x D)	Port configuration
X1008	1.67 in. x 5.95 in. x 5.95 in. (42.5 mm x 151.13 mm x 151.13 mm)	8x RJ45 10/100/1000 MB ports
X1008P	1.67 in. x 5.95 in. x 5.95 in. (42.5 mm x 151.13 mm x 151.13 mm)	8x RJ45 10/100/1000 MB/s PoE ports (up to 123W total)



SupportAssist for Networking

- Pro-active communication mechanism between Dell network devices and Dell backend (Support Assist)
- Available in OS 9.9
 - Requires OA package to be installed.
- Default setting is disabled in OS 9.9
 - Will be enabled by default in OS 9.10
 - SupportAssist EULA is flashed at boot time.
- Wizard to assist setup or manual CLI configuration
- Sends data to Dell backend every 7 days
- In OS 9.9, data is collected for offline analysis only.
 - No support for automated email notification for hardware fault alert / automatic case creation / automatic part dispatch or reports.



Cisco/HP/Juniper/Arista Trade In Program



Customer visits Dell Buyback Webpage & Submits legacy equipment inventory



Dell Sales Contacts customer to notify them of buyback value & provide new quote



Customer purchases new system & accepts buyback value quoted



Customer is contacted by ARS to pick up the equipment



Customer receives rebate by check directly from ARS

Dell Networking Successes



Web 2.0 & E-commerce

8 of top 25 cloud & Web2.0 service providers

Source: google.com



Hospitality

Top 5 most popular global hotel chains

Source: Via Luxpresso



Healthcare

5 of top 10 hospitals in the United States

Source: US news & World



Higher Education

**7 of the 8 Ivy league institutions
+ Every Univ in Big 10 Conf**

Source: US news ranking



IT Companies

Top 8 of 10 IT companies measured by revenue

Source: Wikipedia

Faster than market growth in 17 of the last 18 quarters

CY13: Over 24,000 customers world wide, 3X Market Growth

Channel business now 30% of Networking revenue